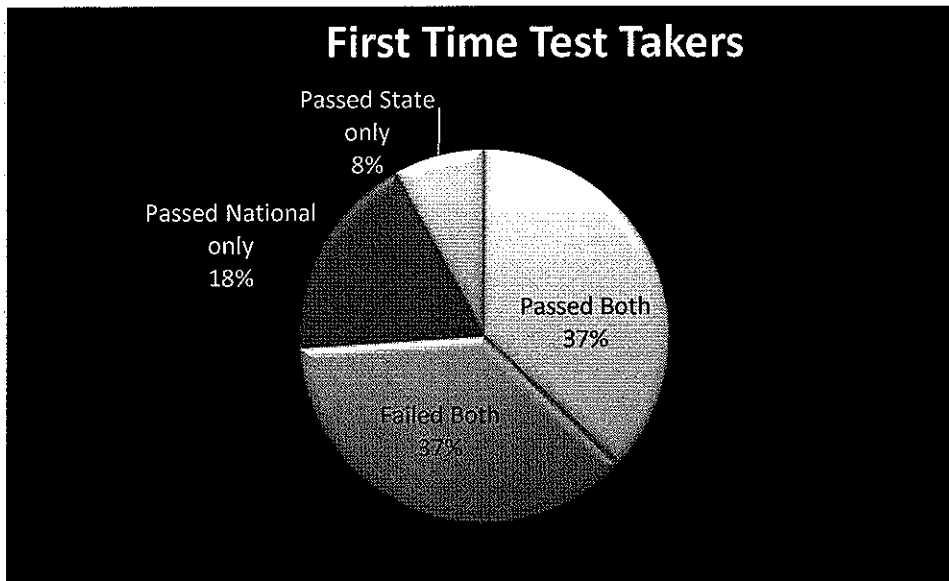


January Salesperson Statistics

8
Jan 2015

51 First Time Test Takers	
19 Passed both tests	37%
19 Failed both tests	37%
9 Passed National only	18%
4 Passed State only	8%

76 Test Takers engaged in a total of 178 exams during the month of January.



70 took the **National portion** at least once.

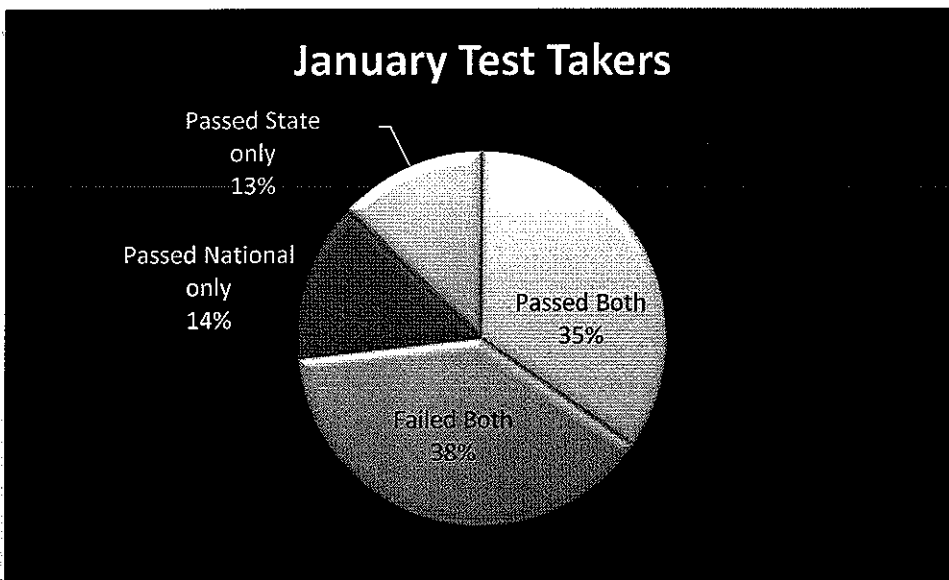
- 38 passed for a total of 54% of the individuals.
- 90 total tests were given for a pass rate of 42% of the exams.

75 took the **State portion** at least once.

- 38 passed for a total of 51% of the individuals.
- 88 total tests were given for a pass rate of 43% of the exams.

76 Test Takers	
27 Passed both tests	35%
30 Failed both tests	39%
11 Passed National only	14%
10 Passed State only	13%

This totals more than 76 test takers because some failed both tests originally, then came back and passed one portion or the other.



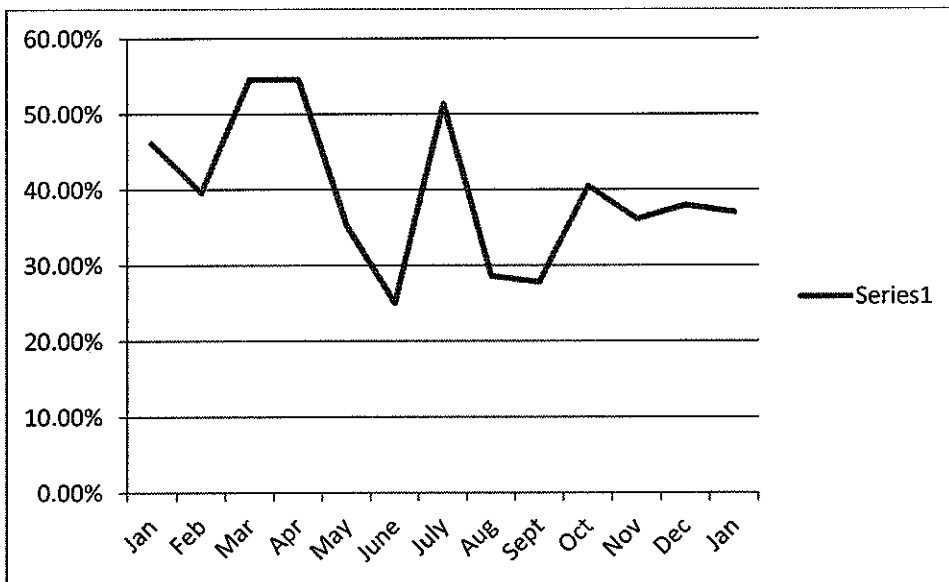
Average number of attempts to pass the State exam was 1.63. One examinee passed the test on the 4th try.

Average number of attempts to pass the National exam was 1.42. One examinee passed the National test on the 4th try.

One examinee is still attempting to pass both sections of the exam after 11 tries.

January First Time Salesperson Statistics

Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan
46.15%	39.53%	54.55%	54.55%	35.14%	25.00%	51.35%	28.57%	27.78%	40.48%	36.11%	37.93%	37%
18 of 39	17 of 43	18 of 33	18 of 33	13 of 37	10 of 40	19 of 37	14 of 49	5 of 18	17 of 42	13 of 36	11 of 29	19 of 51



Average First Time
Passing Rate for
13 month period is
37.41%

TEST CENTER	SALESPERSON		BROKER		TOTAL	
	REGISTERED	TESTED	REGISTERED	TESTED	REGISTERED	TESTED
OMAHA	109	107	4	4	113	111
SCOTTSBLUFF	2	2	0	0	2	2
LINCOLN	59	58	1	1	60	59
NORTH PLATTE	9	9	0	0	9	9
OTHER	2	2	0	0	2	2
TOTAL	181	178	5	5	186	183

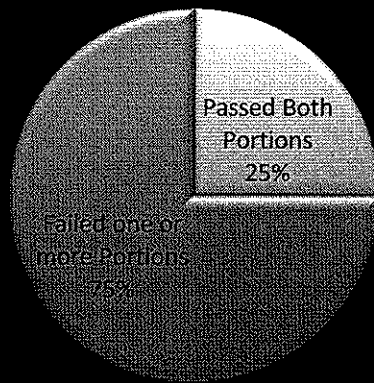
January Broker Statistics

1 First Time Test Taker	
Failed M/C	0%

4 Test Takers engaged in a total of 5 Broker exams during the month of January.

4 Total Test Takers	
1 passed both tests	25%
3 failed at least one portion	75%

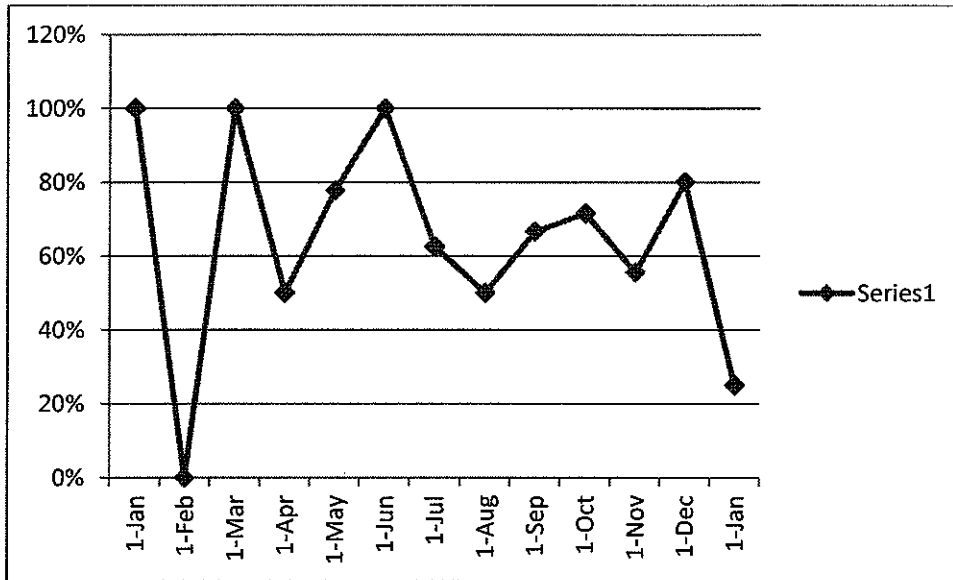
January Test Takers



TEST CENTER	SALESPERSON		BROKER		TOTAL	
	REGISTERED	TESTED	REGISTERED	TESTED	REGISTERED	TESTED
OMAHA	109	107	4	4	113	111
SCOTTSBLUFF	2	2	0	0	2	2
LINCOLN	59	58	1	1	60	59
NORTH PLATTE	9	9	0	0	9	9
OTHER	2	2	0	0	2	2
TOTAL	181	178	5	5	186	183

January Individual Broker Statistics

31-Jan	28-Feb	31-Mar	30-Apr	30-May	30-Jun	31-Jul	31-Aug	30-Sep	31-Oct	30-Nov	31-Dec	31-Jan
100%	0%	100%	50%	77.78%	100%	62.50%	50%	66.67%	71.53%	55.56%	80%	25%
3 of 3	0 of 2	4 of 4	2 of 4	7 of 9	3 of 3	5 of 8	5 of 10	4 of 6	5 of 7	5 of 9	4 of 5	1 of 4



Average Passing
Rate for 13 month
period is 64.54%

Qualified by Taking 6 Courses

Candidate's Second Attempt	Pass
Candidate's Second Attempt	Failed
Candidate's Second Attempt	Failed

Qualified by 4 Courses and 2 Yrs Experience

Candidate's First Attempt	Failed
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